

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
Fax (716) 634-3146

AUGUST 1998

**RJR Account #649920**

Ms. T. Klimowski  
TRIPIFOODS, INC.

**SALEM TEAR TAPE PROMOTION #800438: SEPTEMBER**

Dear Terri:

Attached are **September** orders for *Salem .30¢ Tear Tape* product. No displays are required, as retailers will utilize displays they received with the July Salem Tear Tape distribution. Ship the number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. ***This product is being shipped @ .30¢ off-invoice.***

RJR will reimburse you \$4.75 per promoted 6M case for all displays packed and shipped to retail on a timely basis.

PARTNERS 'BONUS' REPORTING DESCRIPTION

S A L \_ 9 8 \_ . 3 0 / \_ 1 P K \_

See attached for additional promotional details. As always, thanks for your assistance in the marketing of our products.

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: R. M. Duszynski

L. Krawczyk

Enc. Retail Customer List

Wholesaler Packing Instructions

SEPSAL.DOC

51859 2557

# SEPTEMBER DELIVERY

## SALEM TEAR TAPE

**\*\*\*UTILIZE RESIDUAL BRAND STYLE QUANTITIES FROM AUGUST PRODUCT DISTRIBUTION TO MEET SEPTEMBER DISTRIBUTION AS NEEDED\*\*\***

**PRODUCT PO # 090898**

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>2</u>
12300-24195	Full Flavor 100	<u>0</u>
12300-24196	Light	<u>4</u>
12300-24197	Light 100	<u>2</u>

**PRODUCT / DISPLAYS ARRIVAL:** SEPTEMBER 8, 1998  
**SHIP DATE TO RETAIL:** WEEK OF: SEPTEMBER 14, 1998

**EFT \$ AMOUNT:** \$2,735.50

**PACKING / SHIPPING PAYMENT** \$123.50  
 (26 (6M) promoted case(s) @ \$4.75)  
 (Payment is based on number of Cases needed for Customer List distribution)

## SEPTEMBER Drive Period 809 / Promotion #800438

### PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER  
 AS INDICATED ON THE ATTACHED CUSTOMER LIST.

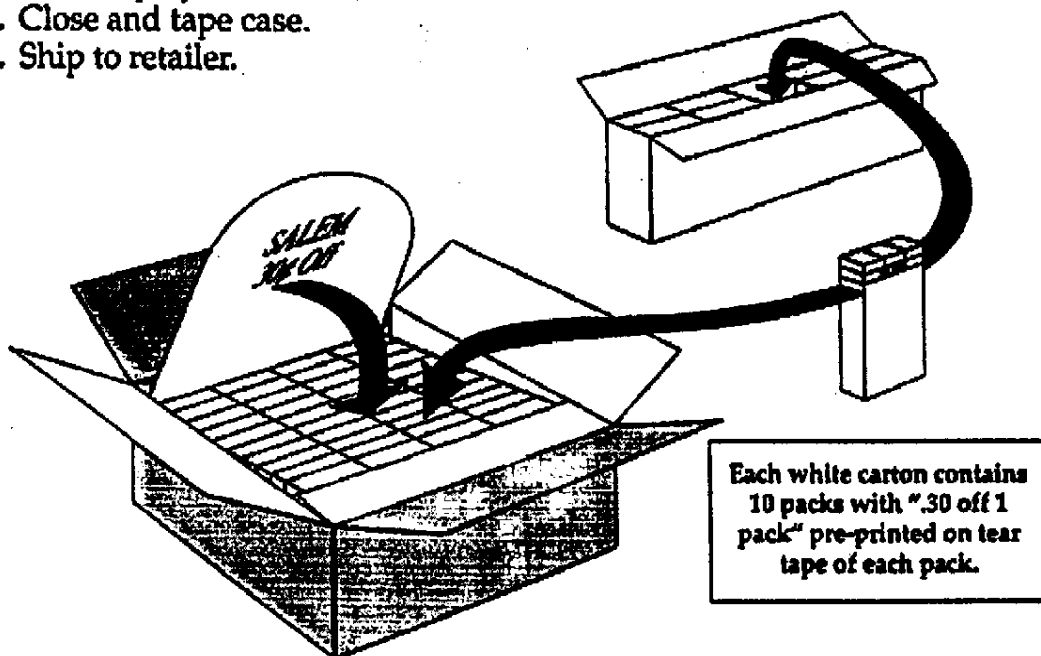
RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY  
 WHICH WAS SHIPPED WITH JULY PRODUCT DISTRIBUTION.

SEPTEMBER DELIVERY

51859 2558

**WHOLESALE PACKING INSTRUCTIONS****SALEM TEAR TAPE 3RD QTR '98****September SALEM 30¢ OFF 1 Pack Tear Tape****STEPS**

1. Open SALEM 30¢ OFF 1 pack shipping case.
2. Place 40 packs of "tear tape" product in display.
3. Load 10 packs of same brand style in each row.
4. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Item# 541964

MSA Promotion Reporting Description: SAL 98 .30/1 PK

King	100	LT King	LT 100		
Ship Number as Indicated					

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# Salem '98

## 30¢ Off Pack Promotion

**NOW  
OFF-INVOICE**

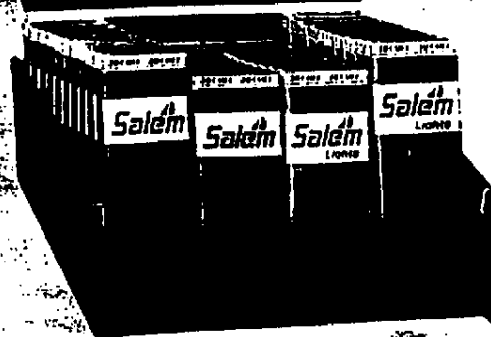
- Available 2nd week of month, Salem King, LT King, FF 100's, LT 100's
- All displays/POS available for order in "eaches"

### 40-PACK SHIPPER DISPLAY



item #541964

- Small footprint
- Shipped pre-assembled with product and paster
- Price discount clearly communicated



item #541970

- Comes packed in shipper display



SALEM '98 SNIPED PASTER

### SALEM SNIPED PACK REPLICA POS

**NEW  
FOR  
'98!**



item #541973

- Impactful 3-D pack replicas
- Designed to increase awareness in self-service and non self-service locations
- Must be ordered separately from shipper display

51859 2560

# **RJ REYNOLDS**

TOBACCO COMPANY

August 19, 1998

S. R. MacLEOD  
Region Operations Mgr

150 Lawrence Bell Drive  
Suite #108

Williamsville, NY 14221  
(716) 634-9232  
Fax (716) 634-3145

## **STATE STAMPING**

TRIPIFOODS

#649920

**SALEM .30¢/ PACK TEAR TAPE**

### **NUMBER OF CARTONS TO STAMP BY STATE**

<b>SALEM .30¢/ PK (6M)</b>	<b><u>NJ</u></b>	<b><u>NY</u></b>	<b><u>OH</u></b>	<b><u>PA</u></b>	<b><u>WV</u></b>
KING	0	92	26	61	6
100	0	82	19	51	8
LT KING	0	118	35	105	6
LT 100	0	97	14	65	4

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TRIPIFOODS								
SEPTEMBER: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#809)								
				#/ CARTONS SALEM MEN KG / UPC #12300-24194				
RETAIL DISTRIBUTION DATE: WK OF 9/14/98								
GROUP	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	9	SEE LIST	29		4		25	
FARM FRESH	4	SEE LIST	8			2		6
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	1	7		7			
POCO MART	3	SEE LIST	2				2	
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	31		26		5	
INDEPENDENTS (AND SMALL CHAINS)	34	SEE LIST	78		28	24	26	
TOTALS	122		185	0	92	26	61	6

**TRIPIFOODS****SEPTEMBER: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#809)****#/ CARTONS SALEM MEN 100 / UPC #12300-24195****RETAIL DISTRIBUTION DATE: WK OF 9/14/98**

GROUP	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	9	SEE LIST	24		3		21	
FARM FRESH	4	SEE LIST	10			2		8
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	1	7		7			
POCO MART	3	SEE LIST	0					
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	33		26		7	
INDEPENDENTS (AND SMALL CHAINS)	34	SEE LIST	56		19	17	20	
TOTALS	122		160	0	82	19	51	8

**TRIPIFOODS****SEPTEMBER: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#809)****#/ CARTONS SALEM MEN LT KING / UPC #12300-24196****RETAIL DISTRIBUTION DATE: WK OF 9/14/98**

GROUP	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	9	SEE LIST	37		4		33	
FARM FRESH	4	SEE LIST	8			3		5
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	1	7		7			
POCO MART	3	SEE LIST	14				14	
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	65		56		9	
INDEPENDENTS (AND SMALL CHAINS)	34	SEE LIST	103		24	32	46	1
<b>TOTALS</b>	<b>122</b>		<b>264</b>	<b>0</b>	<b>118</b>	<b>35</b>	<b>105</b>	<b>6</b>



**TRIFIPOODS****SEPTEMBER: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#809)****#/ CARTONS SALEM MEN LT 100 / UPC #12300-24197****RETAIL DISTRIBUTION DATE: WK OF 9/14/98**

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	9	SEE LIST	36		5		31	
FARM FRESH	4	SEE LIST	6			2		4
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	1	7		7			
POCO MART	3	SEE LIST	3				3	
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	43		36		7	
INDEPENDENTS (AND SMALL CHAINS)	34	SEE LIST	55		22	12	21	
<b>TOTALS</b>	<b>122</b>		<b>180</b>	<b>0</b>	<b>97</b>	<b>14</b>	<b>65</b>	<b>4</b>

TRIIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYLE				TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #
			M85	M100	LT M85	LT M100						
1	25		1	1	1	0	3	SCALISE'S DELI	NORTH TONAWANDA	NY	162601	398953
2	54		1	1	1	1	4	N CHILI GROCERY	NORTH CHILI	NY	162602	268787
3	279		1	0	1	0	2	CARDS CORNER DAIRY	SYRACUSE	NY	162205	632691
4	450		8	6	4	7	25	GLEN GROCERY	WATKINS GLEN	NY	162605	269473
5	532		1	1	1	1	4	GUETTI MARKET INC	ROCHESTER	NY	162604	268827
6	711		1	1	1	1	4	JPS FARM MARKETS	HOLLEY	NY	162602	492193
7	854		2	2	2	2	8	JIM'S TRUCK STOP	CHEEKTOWAGA	NY	162602	583864
8	937		1	0	2	1	4	COUNTRY STORE	WEBSTER	NY	162604	712289
9	1414		1	0	1	1	3	SPRINGWATER COUNTRY	SPRINGWATER	NY	162604	677924
10	1420		2	0	1	0	3	HEMLOCK GENERAL STOR	HEMLOCK	NY	162604	579516
11	1543		1	1	1	1	4	ONE STOP	DEPEW	NY	162601	667732
12	1545		1	1	0	1	3	ROSSETTIE PHARMACY	CORNING	NY	162605	269718
13	1609		2	1	2	1	6	YELLOW GOOSE	JAMESTOWN	NY	162606	657270
14	2471		2	2	3	2	9	MOBIL ROUTE 308	RHINEBECK	NY	162306	770151
15	2472		2	1	1	2	6	MOBIL 9G&199	RHINEBECK	NY	162306	525601
16	3777		0	0	1	0	1	CFM #33-034	PENDLETON	NY	162601	764481
17	315		1	1	1	1	4	BILICIC COUNTRY MALL	GENEVA	OH	173305	333775
18	6759		9	5	11	3	28	LITTLE MAC'S	WARREN	OH	173002	220177
19	6908		7	2	7	2	18	LITTLE MAC'S	NILES	OH	173002	637080
20	6909		5	7	10	4	26	LIT'L MAC'S	WARREN	OH	173002	422910
21			1	1	1	1	4	QUICK CHECK FOODS	KILLBUCK	OH	172907	797041

TRIIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	#/SALEM CARTONS BY STYLE						TOTAL #/ CTNS					
	TRIPI #	CHAIN-ID	M85	M100	LT	LT		ACCOUNT NAME	CITY	ST	S/REP	RJR #
22			1	1	2	1	5	QUICK CHECK FOODS	SHREVE	OH	172907	797051
23	429		2	2	3	3	10	WARRENSVILLE MARKET	WILLIAMSPORT	PA	173804	535334
24	644		2	2	2	2	8	NEWTON'S	SHINGLEHOUSE	PA	162607	398286
25	646		1	1	2	1	5	BOYDS CORNER STORE	COUDERSPORT	PA	162607	398296
26	793		2	2	5	2	11	SWISHERS QUICK STOP	HUGHESVILLE	PA	162208	182792
27	1884		8	5	17	6	36	RT. 663 SERVICE CNTR	QUAKERTOWN	PA	133208	216790
28	2501		0	2	2	2	6	WAY 2 GO	ERIE	PA	173001	20329
29	2682		2	0	6	0	8	DOCS DELILICIOUS	CLARKS SUMMIT	PA	162204	507050
30	6912		0	0	1	0	1	FAMILY MART	BUCKHANNON	WV	173205	278147
Total			68	49	93	49	259					

TRIIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYLE				TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #
			M85	M100	M85	M100						
1	277	0362-0101	3	1	3	2	9	GREEN HILLS SUNOCO	READING	PA	173807	419715
		0362-0101	3	1	3	2	9					
1	6754	1234-0000	2	2	3	2	9	FARM FRESH 77	RENO	OH	172901	851571
2	6751	1234-0000	1	3	1	1	6	FARM FRESH #47	WILLIAMSTOWN	WV	172901	344972
3	6752	1234-0000	3	3	3	2	11	FARM FRESH #4	BELMONT	WV	172901	345079
4	6755	1234-0000	2	2	1	1	6	FARM FRESH #66	SAINT MARYS	WV	172901	345082
		1234-0000	8	10	8	6	32					
1	4112	1866-0000	1	1	1	1	4	SHIPLEY STORE #12	READING	PA	173807	783086
2	4113	1866-0000	1	1	1	1	4	SHIPLEY STORE #13	YORK	PA	173802	783089
3		1866-0000	1	1	1	1	4	CLEARVIEW MOBIL #5	HANOVER	PA	132201	776194
		1866-0000	3	3	3	3	12					

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RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYLE				TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #
			M85	M100	LT M85	LT M100						
1	1361	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #4	LAKEWOOD	NY	162606	696831
2	1362	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #1	FALCONER	NY	162606	398505
3	1363	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #3	WESTFIELD	NY	162606	398532
4	1364	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #7	FREDONIA	NY	162606	666103
5	1365	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #5	LAKEWOOD	NY	162606	765328
6	1366	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #6	JAMESTOWN	NY	162606	765448
7	1367	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #2	RANDOLPH	NY	162606	40905
8	1368	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #8	MAYVILLE	NY	162606	267020
9	1370	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY 10	JAMESTOWN	NY	162606	737860
		1887-0000	9	9	9	9	36					
1	4255	1892-0000	4	3	4	5	16	BORON OIL	JAMESTOWN	NY	162606	129007
2	4252	1892-0000	2	2	3	2	9	BP HOLIDAY MART #52	NORTH WARREN	PA	162607	528721
3	4254	1892-0000	3	3	3	3	12	BP HOLIDAY MART	YOUNGSVILLE	PA	162607	340667
4	4275	1892-0000	3	3	6	5	17	LAKEWOOD SHELL #3	ERIE	PA	173001	525493
5	4278	1892-0000	3	2	3	4	12	FUEL STOP SHELL #1	ERIE	PA	173001	540944
6	4280	1892-0000	5	4	6	6	21	HOLIDAY MART	ERIE	PA	173001	596643
7	4290	1892-0000	3	3	4	4	14	STATELINE BP #90	NORTH EAST	PA	173001	699667
8	4291	1892-0000	4	2	5	4	15	PEACH STREET SHELL	ERIE	PA	173001	674464
9	6520	1892-0000	2	2	3	3	10	BP HOLIDAY MART #97	WARREN	PA	162607	774483
		1892-0000	29	24	37	36	126					

TRIIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	#/SALEM CARTONS BY STYLE						TOTAL #/ CTNS					
	TRIPI #	CHAIN-ID	M85	M100	M85	M100		ACCOUNT NAME	CITY	ST	S/REP	RJR #
1	608	1895-0000	1	1	1	1	4	BILLS DELI	NEWFANE	NY	162601	764783
2	719	1895-0000	1	1	1	1	4	KENYON VARIETY #719	LOCKPORT	NY	162601	306829
3	720	1895-0000	1	1	1	1	4	KENYON VARIETY #720	LOCKPORT	NY	162601	396611
4	721	1895-0000	1	1	1	1	4	KENYON VARIETY #721	LOCKPORT	NY	162601	765354
5	724	1895-0000	1	1	1	1	4	KENYON #724/FASTOP	LOCKPORT	NY	162601	500221
6	732	1895-0000	1	1	1	1	4	KENYON VARIETY #732	WILLIAMSVILLE	NY	162602	764963
7	735	1895-0000	1	1	1	1	4	KENYON VARIETY #735	AMHERST	NY	162602	658777
		1895-0000	7	7	7	7	28					
1	4491	3173-0000	1	0	5	1	7	POCO MART	ATHENS	PA	162204	696047
2	4492	3173-0000	0	0	6	2	8	POCO MART	SAYRE	PA	162204	777497
3	4495	3173-0000	1	0	3	0	4	POCO MART	ATHENS	PA	162204	777495
		3173-0000	2	0	14	3	19					

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RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998													
#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYLE				TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #	
			M85	M100	LT M85	LT M100							
1	3602	3459-0000	1	1	2	2	6	MID VALLEY OIL	BINGHAMTON	NY	162204	720142	
2	3603	3459-0000	1	1	1	1	4	MID VALLEY OIL	GREENE	NY	162205	720124	
3	3604	3459-0000	1	1	1	1	4	MID VALLEY OIL	NEWARK VALLEY	NY	162605	720132	
4	3605	3459-0000	1	0	2	1	4	MID VALLEY OIL	CANDOR	NY	162605	720133	
5	3606	3459-0000	0	1	2	2	5	MID VALLEY OIL	BINGHAMTON	NY	162204	720140	
6	3607	3459-0000	1	3	2	1	7	MID VALLEY OIL	BINGHAMTON	NY	162204	720145	
7	3608	3459-0000	1	1	2	1	5	MID VALLEY OIL	BAINBRIDGE	NY	162605	720152	
8	3609	3459-0000	0	1	0	2	3	MID VALLEY OIL	WINDSOR	NY	162204	720147	
9	3613	3459-0000	2	1	1	1	5	MID VALLEY OIL	BINGHAMTON	NY	162204	720143	
10	3616	3459-0000	0	0	2	1	3	MID VALLEY OIL	BINGHAMTON	NY	162204	720141	
11	3617	3459-0000	1	1	1	0	3	XTRA MART #1417	EAST CHATHAM	NY	162306	652405	
12	3618	3459-0000	1	1	6	4	12	MID VALLEY OIL	BINGHAMTON	NY	162204	720137	
13	3621	3459-0000	1	1	1	1	4	MID VALLEY OIL	JOHNSON CITY	NY	162204	720136	
14	3625	3459-0000	1	1	1	1	4	MID VALLEY OIL	AFTON	NY	162204	720135	
15	3626	3459-0000	1	1	2	1	5	MID VALLEY OIL	VESTAL	NY	162204	720138	
16	3627	3459-0000	1	1	4	2	8	MID VALLEY OIL	MARATHON	NY	162205	720134	
17	3631	3459-0000	0	2	1	0	3	XTRA MART #1531	BRIDGEWATER	NY	162206	699873	
18	3632	3459-0000	1	0	1	1	3	MID VALLEY OIL	DRYDEN	NY	162205	720129	
19	3633	3459-0000	1	0	4	2	7	XTRA MART #1433	GHENT	NY	162306	766837	
20	3634	3459-0000	1	0	2	0	3	MID VALLEY OIL	FREEVILLE	NY	162605	720128	
21	3637	3459-0000	1	0	1	1	3	MID VALLEY OIL	LANSING	NY	162605	720126	

TRIPIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYLE				TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #
			M85	M100	M85	M100						
22	3638	3459-0000	1	1	1	1	4	MID VALLEY OIL	UNION SPRINGS	NY	162605	720149
23	3639	3459-0000	1	2	5	1	9	MID VALLEY OIL	CAZENOVIA	NY	162205	720148
24	3652	3459-0000	0	0	3	1	4	XTRA MART #1452	NIVERVILLE	NY	162306	561215
25	3655	3459-0000	1	1	2	2	6	BALMVILLE XTRA #1455	NEWBURGH	NY	162307	769488
26	3660	3459-0000	1	1	1	1	4	CHAPEL HILL EX #1460	HIGHLAND	NY	162307	516248
27	3672	3459-0000	1	1	1	1	4	X-TRA MART #1625	NORTH SYRACUSE	NY	162202	777302
28	3673	3459-0000	1	1	1	1	4	X-TRA MART	ROME	NY	162206	776236
29	3682	3459-0000	1	1	1	1	4	RED HOOK #1482	RED HOOK	NY	162306	649143
30	3686	3459-0000	0	0	1	0	1	MID VALLEY OIL	OWEGO	NY	162204	720144
31	3689	3459-0000	1	0	1	1	3	XTRA MART #1471	LITTLE FALLS	NY	162206	590831
32	3623	3459-0000	1	1	3	2	7	XTRA MART #1723	PALMYRA	PA	173803	776251
33	3635	3459-0000	1	0	2	0	3	SAYRE X-TRA MART	SAYRE	PA	162204	734182
34	3636	3459-0000	2	1	1	1	5	HILLTOP XTRA MART	MILFORD	PA	162210	734181
35	3695	3459-0000	1	5	3	4	13	CITGO XTRAMART #1795	DUNCANNON	PA	173804	545259
		3459-0000	31	33	65	43	172					



TRIPIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYLE				TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #
			M85	M100	LT	LT						
1	354	4141-0000	1	1	1	1	4	K & K FOODMART	HOLLEY	NY	162602	765462
2	547	4141-0000	1	1	1	1	4	K & K FOODMART	CLARKSON	NY	162602	33295
3	715	4141-0000	1	1	1	1	4	K & K FOODMART	HILTON	NY	162602	763471
4	716	4141-0000	1	1	1	1	4	K & K FOODMART	BROCKPORT	NY	162602	128447
5	1382	4141-0000	1	1	1	1	4	K & K FOOD MART	MENDON	NY	162605	779164
6	1384	4141-0000	1	1	1	1	4	K&K FOOD MART	MEDINA	NY	162602	707857
7	1385	4141-0000	1	1	1	1	4	K&K FOOD MART	ALBION	NY	162602	663648
8	1386	4141-0000	1	1	1	1	4	K & K FOOD MART	LOCKPORT	NY	162601	580045
9	1387	4141-0000	1	1	1	1	4	K & K FOODMART	KENDALL	NY	162602	215096
10	1388	4141-0000	1	1	1	1	4	K & K FOODMART	CLARENDON	NY	162602	835820
11	1389	4141-0000	1	1	1	1	4	K & K FOODMART	HAMLIN	NY	162602	561016
		4141-0000	11	11	11	11	44					
1	1383 CI	4141-0100	1	1	1	1	4	THE HUMIDOR	BROCKPORT	NY	162602	752927
		4141-0100	1	1	1	1	4					

TRIPIFOODS / SEPTEMBER SALEM .30¢ TEAR TAPE PROMOTION #800438												
RETAIL DISTRIBUTION DATE: SEPTEMBER 14, 1998												
#/ Stores	#/SALEM CARTONS BY STYLE						TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR #
	TRIPI #	CHAIN-ID	M85	M100	LT M85	LT M100						
1	1691	5342-0000	1	1	1	1	4	PETRO USA #1691	WEST SENECA	NY	162603	128610
2	1692	5342-0000	1	1	1	1	4	PETRO USA #1692	WILLIAMSVILLE	NY	162602	765466
3	1693	5342-0000	1	1	1	1	4	PETRO USA #1693	LACKAWANNA	NY	162603	960838
4	1694	5342-0000	1	1	1	1	4	PETRO USA #1694	BUFFALO	NY	162603	975281
5	1695	5342-0000	1	1	1	1	4	PETRO USA #1695	HAMBURG	NY	162603	306769
6	1697	5342-0000	1	1	1	1	4	PETRO USA	KENMORE	NY	162601	671356
7	1704	5342-0000	1	1	1	1	4	PETRO USA	NIAGARA FALLS	NY	162601	675540
		5342-0000	7	7	7	7	28					
1	4202	5468-0000	2	2	2	0	6	RED APPLE KWIK FILL	NEW CASTLE	PA	173004	717481
2	4203	5468-0000	4	3	4	3	14	RED APPLE KWIK FILL	NEW CASTLE	PA	173004	251195
		5468-0000	6	5	6	3	20					
		Grand Total	185	160	264	180	789					
		CASES	6.17	5.33	8.80	6.00						